

UNIVERSITY OF THE PUNJAB



Third Year: 2nd Annual - 2017
Examination: B.B.A. (Hons.)

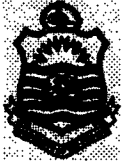
Roll No.

Subject: Credit Management
PAPER: 1

TIME ALLOWED: 3 hrs.
MAX. MARKS: 100

NOTE: Attempt any FIVE questions. All questions carry equal marks.

Q: 1	Define Credit and explain in detail the role of Credit in an economy.	20
Q: 2	Define Consumer Credit and explain in detail each type of Consumer Credit.	20
Q: 3	Elaborate in detail the Basis of Credit decision.	20
Q: 4	Explain in detail the salient features of Good Collections Practices.	20
Q: 5	What are advantages and disadvantages of home mortgage loans.	20
Q: 6	What are the source available to finance Retail and Service Credit Transaction.	20



UNIVERSITY OF THE PUNJAB

Third Year: 2nd Annual - 2017
Examination: B.B.A. (Hons.)

Roll No.

Subject: Business Research Methods
PAPER: 2

TIME ALLOWED: 3 hrs.
MAX. MARKS: 100

NOTE: Attempt any FIVE questions. Question # 1 is compulsory. All questions carry equal marks.

Q. 1: Briefly discuss the following: (4 x 5).

(Marks: 20)

- I. Research Gaps
- II. Data Normality
- III. Cross Tabulation
- IV. Theoretical Model

Q. 2: What is meant by pilot testing? Why is it important and what are its benefits for the overall research?

(Marks: 20)

Q. 3: Define research proposal. What are the contents of a written research proposal? Also explain the chief differences between internal and external proposals.

(Marks: 20)

Q. 4: Write a detailed note on literature review. Why is it needed and what is its importance to the overall research.

(Marks: 20)

Q. 5: Write a note on survey research. Discuss the construction of a survey questionnaire. Also discuss the sources of existing questions.

(Marks: 20)

Q. 6: Write a note on exploratory data analysis. Also explain the frequency tables, pie charts, histograms, and pareto diagrams.

(Marks: 20)

Q. 7: What is meant by causal studies? Also explain the concepts of: "cause, causal relationships and testing causal hypothesis". Support your answer with the help of suitable examples.

(Marks: 20)



UNIVERSITY OF THE PUNJAB

Third Year: 2nd Annual - 2017
Examination: B.B.A. (Hons.)

Roll No.

Subject: Mercantile Law
PAPER: 3

TIME ALLOWED: 3 hrs.
MAX. MARKS: 100

SECTION - I

NOTE: Attempt FOUR Questions. All questions carry equal marks.

Q: 1	"An agreement enforceable by law is a contract", Explain the statement.	15
Q: 2	What are various ways in which a contract may be discharged?	15
Q: 3	Define a contract of Bailment and what are its essential?	15
Q: 4	Differentiate between Pledge and Hypothecation.	15
Q: 5	Define Trade Union. Explain in detail Registration procedure for a Trade Union.	15
Q: 6	Define Unfair labour practices and give examples of unfair labour practices on part of Employers.	15
Q: 7	Define Partnership and explain in detail legal aspects of registration of Partnership.	15

SECTION - II

NOTE: Attempt any TEN Questions. All questions carry equal marks.

(4x10)

1. Social Agreement
2. Void Agreement
3. Revocation of Offer
4. Coercion
5. Specific Performance
6. Partners Duty to Indemnify
7. Partnership at will
8. Mortgage
9. Arbitration
10. Implied Contract
11. CBA
12. Strike
13. Minor Partner
14. Co-ownership
15. Expulsion of Partner

UNIVERSITY OF THE PUNJAB



Third Year: 2nd Annual - 2017
Examination: B.B.A. (Hons.)

Roll No.

Subject: Web Engineering
PAPER: 4

TIME ALLOWED: 3 hrs.
MAX. MARKS: 100

Question # 01 Write the Selected option (a,b,c,d) on your answer sheet against each of the Following.(2x20=40)

- 1. CSS is an acronym for**
 - a. Cascading Style Sheet
 - b. Costume Style Sheet
 - c. Cascading System Style
 - d. None of the Above
- 2. Which of the following protocol is not used in the Internet**
 - a. Telnet
 - b. WIRL
 - c. HTTP
 - d. Gopher
- 3. Who invented World Wide Web (WWW)?**
 - a. Blaise Pascal
 - b. Charles Babbage
 - c. Herman Hollerith
 - d. Tim Berners-Lee
- 4. What is the use of Web Font in HTML ?**
 - a. that is the core font that is use to develop Web Pages.
 - b. that enables to use fonts over the Web without installation.
 - c. that is the special font that developed by Microsoft Corp.
 - d. All of the Above.
- 5.. What is <tt> tag in HTML?**
 - a. It renders fonts as teletype text font style.
 - b. It renders fonts as truetype text font style.
 - c. It renders fonts as truncate text font style.
 - d. None of the Above.
- 6. What is the use of Forms in HTML?**
 - a. to display contents of email.
 - b. to display animation effect.
 - c. to collect user's input.
 - d. None of the Above.
- 7 . What is the use of iframe in HTML?**
 - a. to display a web page within a web page.
 - b. to display a web page with animation effect.
 - c. to display a web page without browser.

- d. All of the Above.
- 8. FTP is an acronym for**
- File Transaction Protocol
 - File Transmission Protocol
 - File Translation Protocol
 - File Transfer Protocol
- 9. Which HTML Tag will use to scroll a text in web page?**
- `<marquee> ... </marquee>`
 - `<scroll> ... </scroll>`
 - `<round> ... </round>`
 - `<go> ... </go>`
- 10. Which organization defines the Web Standards?**
- Microsoft Corporation
 - IBM Corporation
 - World Wide Web Consortium
 - Apple Inc.
- 11. How to set a picture as a background web page?**
- `<body background= "bgimage.gif">`
 - `<body background image= "bgimage.gif">`
 - `<background= "bgimage.gif">`
 - `<background image= "bgimage.gif">`
- 12. Which of following HTML Tag will inserting a line break?**
- `<p />`
 - `<lb />`
 - `
`
 - `<break />`
- 13. Which of the following tags are related to Table in HTML ?**
- `<table> <row> <column>`
 - `<table> <tr> <td>`
 - `<table> <head> <body>`
 - `<table> <hcader> <footer>`
- 14. HTML is considered as ___ language**
- Programming Language
 - OOP Language
 - High Level Language
 - Markup Language
- 15. HTML language is a set of markup ___**
- Attributes
 - Tags
 - Sets
 - Groups
- 16. HTML tags are used to describe document ____**
- Definition
 - Language
 - Content
 - None of these

17. HTML document can contain

- a. Attributes
- b. Tags
- c. Plain text
- d. All of these

18. Page designed in HTML is called a

- a. Yellow Page
- b. Web Page
- c. Server Page
- d. Front Page

19. We can write HTML code using _____. Select appropriate option(s).

- a. VLC Media
- b. Notepad++
- c. Microsoft PowerPoint
- d. None of these

20. HTML document is saved using _____ extension.

- a. .htl
- b. .html
- c. .hml
- d. .htnl

SUBJECTIVE

Q# Attempts any four questions from the followings.(4x15=60)

Question No 1:

Define Web programming and explain what its important factors are?

Question No 2:

Define and explain the basic structure of HTML and also draw a small program on it.

Question No 3:

What is Java servlet explain its architecture in detail.

Question No 4:

- a. Define JDBC and explain its layered infrastructure in detail.

Question No 5:

What is the cascading style sheet of javascript explain it in detail?

Question No 6:

- a) How many alert dialogs will be following javascript generate and which will display each of them

```
Var a= "10";  
function f ()
```

```
Var a = "8";
```

```
function g()
```

```
g();  
}
```

```
Alter (this .a);
```

f());

- b) **Make HTML from the web. Fill in the body of the java script function changecolor that the text change in the response to select the made in menu.**

```
<style type = "text/css">
  .a {color:blue;}
  .b {color:red;}
  .c { color:yellow;}
</style>
....
<div id = "colortext">select below to change text</div>
<select onchange ="change Color(this.value)">
<option value ="a">blue</option>
<option value ="a">red</option>
<option value ="a">yellow</option>
</select>
<script type = " text/javascript">
//
Function change color(value){
// ANSWER:
}//]]&gt;
&lt;/script&gt;</pre></div><div data-bbox="750 733 861 750" data-label="Page-Footer"><p>Page 4 of 4</p></div>
```



UNIVERSITY OF THE PUNJAB

Third Year: 2nd Annual - 2017
Examination: B.B.A. (Hons.)

Roll No.

Subject: Human Resource Management
PAPER: 5

TIME ALLOWED: 3 hrs.
MAX. MARKS: 100

NOTE: Attempt any FIVE questions. Question # 7 is compulsory.

Q1: Define HRM and discuss the line and staff aspects of HR managers? [20]

Q2: What do you understand by job analysis? Also discuss in detail the procedure to conduct job analysis? [20]

Q3: Discuss various methods of personnel need forecasting? [20]

Q4: Why training is essential? Discuss in detail about on-the-job and off-the-job training? [20]

Q5: What is the purpose of performance appraisal? Also discuss the pros and cons of performance appraisal tools? [20]

Q6: What is the employees', employer and managers' role in the career development process? [20]

Q7: Define the following: [5*4]

- Reliability vs Validity
- Types of interview
- Job enlargement vs Job enrichment
- List down financial as well as non-financial benefits



UNIVERSITY OF THE PUNJAB

Third Year: 2nd Annual - 2017
Examination: B.B.A. (Hons.)

Roll No.

Subject: Auditing
PAPER: 6

TIME ALLOWED: 3 hrs.
MAX. MARKS: 100

NOTE: Attempt any FIVE (5) questions. Question # 1 is compulsory.

Q.1. Write short notes on the following:

- I. Audit Note Book
- II. Errors of Commission
- III. Interim Audit
- IV. Window Dressing
- V. Factoring

Q.2. Explain the qualities required by an auditor. Differentiate between Accounting and Auditing.

Q.3. What is meant by Continuous audit? Explain its merits and demerits.

Q.4. Define verification? How would you verify the following:-

- ✓ Land & Building
- ✓ Investment
- ✓ Stock in Trade
- ✓ Bank loan

Q.5. Define vouching? Briefly explain the necessary steps to be taken in vouching of Payment side of Cash Book.

Q.6. Define Working Paper? What are objectives of Working Papers?

Q.7. Define Auditor. How an auditor of a Public Limited company can be appointed.



UNIVERSITY OF THE PUNJAB

Third Year: 2nd Annual - 2017
Examination: B.B.A. (Hons.)

Roll No.

Subject: Taxation Management (Basic)
PAPER: 7

TIME ALLOWED: 3 hrs.
MAX. MARKS: 100

NOTE: Attempt any FIVE questions. Question # 1 is compulsory.

Objective Type

- Q. No.1 State with reasons whether the following are admissible or not while computing income from business: (30 Marks)
- Audit fee
 - Provision for bad and doubtful debts
 - Fine and penalties
 - Bad debts
 - Drawing of proprietor or partners
 - Accounting depreciation
 - Brokerage paid for procuring loan
 - Loss of stock by savages of white aunts
 - Advertisement
 - Preliminary expenses

Subjective Type

- Q. No. 2 What do you mean agricultural income? Give at least five examples of income from agricultural and five examples of income which are not agricultural. Is agricultural income taxable in Pakistan? (Marks 17.5)
- Q. No. 3 Why is the distinction between capital and revenue important from income tax viewpoint? Briefly explain six tests for differentiating capital and revenue receipts. (Marks 17.5)
- Q. No. 4
- What do you mean by 'rent chargeable to tax'?
 - What are the allowable deductions under Section 15A in respect of "Income from Property?" (Marks 17.5)
- Q. No. 5 What are the different types of perquisites enjoyed by a salaried Individual? Discuss. (Marks 17.5)
- Q. No. 6 What is provident fund? Discuss the treatment of various types of provident fund for inclusion in total income and exemption from income tax. (Marks 17.5)
- Q. No.7 State whether the following incomes are exempt from tax or not, if exempt from tax, state the conditions for exemption: (Marks 17.5)
- Pension
 - Amount of gratuity or commutation of pension
 - Income of Modarba

P.T.O.

Q.No. 8 Mr. Ghulam Mustafa received the following amounts during the year ended on 30th June 2016. You are required to calculate his taxable income and the amount of tax payable by him. (Marks 17.5)

- a. Basic Salary (Rs. 30,000-5000-60,000) Rs. 40,000 p.m
- b. Dearness allowance Rs. 100,000
- c. Free accommodation provided by employer. He was entitled to a house allowance of 50% of basic salary, if accommodation was not provided to him
- d. Cost of motor vehicle (conveyance provided by employer for personal use) Rs 800,000
- e. Concessional loan obtained from employer @ 8% p.a. Rs. 20,00,000
- f. Medical allowance Rs. 50000
- g. Agricultural income Rs 400,000
- h. Special allowance Rs 20,000
- i. Income from fish catching business Rs. 300,000
- j. Rental income from property is Rs. 480,000.
- k. Zakat paid under Zakat and Ushar Ordinance Rs 50,000
- l. Tax deducted from salary by employer Rs. 10,000
- m. He donated Rs. 40,000 to Government College for Women University, Sialkot.

Extract of Rates of Tax for salaried persons for Tax Year 2016

1.	Upto Rs. 4,00,000	Nil
2.	Rs. 400,000 to Rs. 5,00,000	2% of the amount exceeding Rs. 4,00,000
3.	Rs. 500,000 to Rs. 7,50,000	Rs. 2000 + 5% of the amount exceeding Rs. 5,00,000
4.	Rs. 750,000 to Rs. 14,00,000	Rs. 14,500 + 10% of the amount exceeding Rs. 7,50,000
5.	Rs. 1400,000 to Rs. 15,00,000	Rs. 79,500 + 12.5% of the amount exceeding Rs. 14,00,000
6.	Rs. 1500,000 to Rs. 18,00,000	Rs. 92,000 + 15% of the amount exceeding Rs. 15,00,000
7.	Rs. 1800,000 to Rs. 25,00,000	Rs. 137,000 + 17.5% of the amount exceeding Rs. 18,00,000
8.	Rs. 2500,000 to Rs 30,00,000	Rs. 2,59,500+ 20% of the amount exceeding Rs. 25,00,000

UNIVERSITY OF THE PUNJAB



Third Year: 2nd Annual - 2017
Examination: B.B.A. (Hons.)

Roll No.

Subject: Management Information System
PAPER: 8

TIME ALLOWED: 3 hrs.
MAX. MARKS: 100

OBJECTIVE PORTION

NOTE: Attempt all Questions.

Q. No. 1 Select the most suitable choice. (1.5*10=15)

- Which of the followings a deliverable of the system development process?
(a) Technical hardware and software solution (b) business problem statement
(c) System users' business requirements (d) none of the above
- An information system that supports the planning and assessment needs of executive management is
(a) DSS (b) TPS
(c) ERP (d) none of the above
- ...Decision makers who are concerned with tactical (short-term) operational problems and decision making are
(a) . Middle managers (b) executive managers
(c) Supervisors (d) none of above
- When a bank uses information to launch a personalized credit card product this:
(a) manages risks. (b) creates a new opportunity.
(c) adds value. (d) reduces costs.
- Which one of the following is not a business driver for an information system?
(a) Business process redesign (b) knowledge asset management
(c) Proliferation of networks and the Internet (d) security and privacy
- A task of developing a technical blueprint and specifications for a solution that fulfills the business requirements is undertaken in the following phase of the system development process
(a) System initiation (b) system implementation
(c) System analysis (d) system design
- If a university sets up a web-based information system that faculty could access to record student grades and to advice students, that would be an example of a/an
(a) CRM (b) intranet
(c) ERP (c) extranet
- Which of the following is not a technology driver for an information system?
(a) Object technologies (b) knowledge asset management
(c) Collaborative technologies (d) networks and the Internet
- The most important attribute of information quality that a manager requires is _____
(a) Relevance (b) media (c) presentation (d) All above
- UML depicts information systems as a collection of _____.
(a) Object (b) information (c) data (d) Process

P.T.O.

Q.No.2(a) Mark the True (T) and False (F) in the following statement: (5)

1. Strategic management works on long term business.
2. Drill down report is that which give information in summarized format.
3. Operational level is a short term level of the business.
4. Management information system is for mange the flow of transitions
5. Tactical is the deliverables of the Systems Implementation.

Q.NO.2(b): What does the following stands for: (10 marks)

1	CRM	6	CBIS
2	MRS	7	EIS
3	DFD	8	ERP
4	SMTTP	9	TPS
5	OOPPL	10	RDBMS

Q.No.2 Attempt the following Short Questions: (5*2=10)

1. Define System and its types.
2. Define DSS in detail.
3. How to manage an information system?
4. What is TPS explain its procedure?
5. How reporting system works in an organization?

SUBJECTIVE PORTION

NOTE: Attempt any Four Questions: (15x4=60 marks)

Q.No.3

- a) How information system works? Explain its functionality in detail. 7 marks
- b) Define system and explain its types in detail. 8 marks

Q.No.4

- (a) What are functions of MIS explain in detail with diagram? 7 marks
- (b) What is the role GSDD in an organization explain in detail? 8 marks

Q.No.5

- (a) What are the types of information system explain in detail? 7 marks
- (b) What are the approaches use in system development explain in detail? 8 marks

Q.No.6

- (a) What is DBMS and explain its three models? 7 marks
- (b) What are the roles of database administrator explain in detail? 8 marks

Q.No.7

- (a) Write a detailed note on Artificial intelligence and its applications? 8 marks
- (b) Write a note on system development life cycle and its phrases in detail? 7 mark

Q.No.8

- (a) Describe the type and structure of reports in detail. 8 marks
- (b) What are the functionality of DSS explain in detail? 7 marks



UNIVERSITY OF THE PUNJAB

Third Year: 2nd Annual - 2017
Examination: B.B.A. (Hons.)

Roll No.

Subject: Development Economics/International Economics
PAPER: 9

TIME ALLOWED: 3 hrs.
MAX. MARKS: 100

**NOTE: Attempt any FIVE questions. All questions carry equal marks.
Question # 1 is compulsory.**

Q.1. Define The Followings?

- | | |
|----------------------------|-------------------------|
| i. National income | Vi. Human Capital |
| ii. Globalization | Vii. Infrastructure |
| iii. Child Labor | Viii. Worst Poverty |
| iv. Gross Domestic Product | Ix. Production Function |
| v. Self- Sustaining Growth | X. indirect Taxes |

**Q.2. Discuss different Major Economic Problems Faced by Less Developed Countries?
Also identify their causes and solution?**

Q.3. Critically discuss The New Growth Theory in Detail?

Q.4. Define national income and its various concepts? Explain circular flow of national income with the help of a diagram?

Q.5. Define poverty and its various concepts? Identify its major causes? How can we control on poverty? Give measures?

**Q.6. What Is Unemployment? Identify its major causes? What are its various types?
How can we reduce unemployment In Less Developed Countries?**

Q.7. Write A Short Note On Any TWO Of The Followings?

- Stages of Economic Growth
- Harrod-Domer Model
- HDI-Human Development Index

UNIVERSITY OF THE PUNJAB



Third Year: 2nd Annual - 2017
Examination: B.B.A. (Hons.)

Roll No.

Subject: Current Business Affairs
PAPER: 10

TIME ALLOWED: 3 hrs.
MAX. MARKS: 100

SECTION - I

NOTE: Attempt FOUR Questions. All questions carry equal marks.

Q: 1	Write a detailed note on "Role of Agricultural Sector in economic development of Pakistan". Also give suggestions to improve its performance.	15
Q: 2	Define Bank and explain different types of Banks and Financial Institution operating in Pakistan.	15
Q: 3	"Tourism Industry needs to play important role in economy" Discuss.	15
Q: 4	Define International Trade and suggest how exports of Pakistan can be increased.	15
Q: 5	Write a detailed note on importance of SME Sector for economic development.	15
Q: 6	Develop a note on Energy problems of Pakistan.	15
Q: 7	Development of "Information Technology has resulted in Profits and Business Expansion". Discuss.	15

SECTION - II

NOTE: Attempt TEN Questions. All questions carry equal marks.

(4x10)

1. Credit Cards
2. Capital Market
3. Suckle
4. Mechanized Farming
5. Inflation
6. G&P
7. Open Market Operation
8. Preference Shares
9. Bonus Shares
10. Online Transfer
11. Fixed Fiduciary System of Note Investment
12. Micro Finance
13. Index Number
14. Transportation System
15. SBP



UNIVERSITY OF THE PUNJAB

Third Year: 2nd Annual - 2017
Examination: B.B.A. (Hons.)

Roll No.

Subject: Corporate Governance
PAPER: 11

TIME ALLOWED: 3 hrs.
MAX. MARKS: 100

Section-1
QUESTION NO. 1 IS COMPULSORY

Q. 1 Give short answers of the following:

5*8 = 40

- i) Describe Section 5 of SECP Act 1997
- ii) Describe Section 21 of SECP Act 1997
- iii) Difference between internal and external auditor
- iv) Pakistan Stock Exchange and Pakistan Mercantile Exchange
- v) Qualification of Company Secretary of Public Companies
- vi) Reporting procedure for Audit committee
- vii) Requirement to attend board meeting
- viii) Requirements to attend board meetings

Section-2
Attempt any four questions.

- Q.2.** What is code of corporate governance? What are the important compliance with code of corporate governance? Discuss 15
- Q.3.** Discuss why internal audit is not sufficient? Also discuss the need for external auditors in corporate governance. 15
- Q.4.** Discuss functions of Security and Exchange Commission of Pakistan with sections given in SECP Act 1997. 15
- Q.5.** Discuss the frequency of financial reporting and importance of financial reporting. 15
- Q.6.** Discuss the powers and function of the Board of Directors. 15
- Q.7.** What is corporate and financial reporting framework. Discuss. 15
- Q.8.** Discuss the existence of different types of board of directors? 15